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# The Spy's World Not Nearly So Cold as Believed

By PHILIP OAKES

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LONDON—Spy is not a dirty word to Louis Hagen. Far from it. After two years in Munich spent rubbing shoulders with intelligence men from East and West, he has come to the conclusion that it is largely due to espionage that we are living in a world which—in a global sense—is still at peace.

It's not the popular view, but

Hagen marshals a good argument. "Espionage has become an essential part of modern politics, thank God. It has pushed out the emotional approach, and also the clever diplomatic approach which prevailed before the war. Politics ordains that world affairs should be played this but the intelligence service like a game of chess. But winning the game depends on information. And no one can provide this but the intelligence services."

Hagen has never been tempted to go in for espionage himself. He says that he's far too extrovert to lead a double life. But in gathering facts for his book about intelligence work, "The Secret War for Europe," which MacDonald is publishing in Great Britain next month, he had to employ methods which would win him a pat on the back from any spy-master.

He's 52, German-born, and the managing director of Primrose Film Productions, a company specializing in movies for children. "When I was assembling the information for my book it became clear that Munich was the place to be, so I got myself a cover job with the rank organization, representing their advertising and documentary division in Germany. I made contact with many agents from East and West, and taped their conversations."

Hagen said it's estimated that there are 16,000 Eastern agents in West Germany. "And the West has at least as many on the other side," Hagen said. "Gen Reinhard Gehlen, who's just retired as head of the German intelligence service, managed to transfer his entire organization to the CIA when the Nazis were beaten. He told his agents in Russia to go into hibernation until they were needed. Then he reactivat-

ed them when the Americans gave the word."

There's not a lot of money in spying, but Hagen thinks it can be a nice steady job. "Most agents are paid decent civil service salaries. With reasonable expenses, of course. They are recruited, in the first place, by tipsters who work rather like talent scouts, picking out people in ideal positions to supply political or industrial information. Their report goes to their headquarters

and the first actual approach is made by someone far removed from the tipster.

"If the candidate shows interest in espionage he's sent to a training school where he'll learn something about psychology, languages, navigation, politics, and combat. Then he'll be put to work. For every spy in the field there are at least 100 people in the organization behind him."

Spying is undoubtedly a lonely

game, says Hagen, but for some people it's a profession with a future. "If I had a son, and he seemed reckless and intelligent, then I would tell him to go in for the intelligence service. Really, it's one of the safest jobs in the world. If you get to the top and are caught, you are still safe. You will almost certainly be exchanged for someone on the other side. The organizations look after their own."